

Message Text

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ORIGIN NEA-11

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FM SECSTATE WASHDC
TO AMEMBASSY DAMASCUS

UNCLAS STATE 111638

FROM NEA/ARN: THEROS FOR MICHAUD

E.O. 11652: N/A

TAGS: BEXP, ETRD, SY, US

SUBJECT: QUOTA ALLOCATION 1978 DAMASCUS FAIR

REF: (A) THEROS/MICHAUD TELECON, MAY 2, 1978,
(B) STATE 108664

1. WITH QUOTA AT SL 300,000 (MINUS 48,000 TRANSFERRED TO
1977 QUOTA) WE CAN BEGIN PLAN FINAL ALLOCATIONS. ASSUME
SL 30,000 LIMIT PER TARIFF ITEM IS STILL VALID.

2. WITH EXCEPTION SPECIAL ARRANGEMENTS MADE FOR THOSE
MERCHANTS CONTRIBUTING TO REPRESENTATION, ALLOCATIONS OF
QUOTA DISTRIBUTION WILL BE MADE ON BASIS OF VALUE OF
PARTICIPATION; I.E., TOTAL FEES PAID BY PARTICIPANTS
DESIRING QUOTA, AGAINST WHICH INDIVIDUAL PARTICIPANTS
FEES WILL BE TAKEN AS A PERCENTAGE. KEEP IN MIND THAT
ALLOCATIONS WITHIN TARIFF ITEM WILL BE MADE SIMILARLY SO
THAT IT WILL NOT BE POSSIBLE TO BREAK UP TOTAL ALLOCATION
PRECISELY AS DESCRIBED ABOVE. THEREFORE NO EXACT FIGURE
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SHOULD BE GIVEN TO PARTICIPANTS UNTIL APPROXIMATELY
JULY 1. FOR EXAMPLE, AYOUBI AND HADAYA HAVE THE ENTIRE
REFRIGERATOR QUOTA WRAPPED UP. THE SPLIT WILL BE DECIDED
WHEN WE HAVE TOTALLED AYOUBI'S CONTRIBUTION INCLUDING HIS
SHARE OF THE GENERAL MOTORS EXHIBIT.

3. HAVING SAID ALL THAT, QUOTA WILL BE DISTRIBUTED

ACCORDING TO FOLLOWING PRIORITIES: (A) TO CLEAR GOODS ACTUALLY DISPLAYED AT THE FAIR; (B) FOR ADDITIONAL INPUTS OF COMPANIES ACTUALLY PARTICIPATING; AND (C) FOR PRODUCTS OF OTHER COMPANIES ALSO REPRESENTED BY SYRIAN BUSINESSMEN RECEIVING THE QUOTA. CONSEQUENTLY, NO PROMISES SHOULD BE MADE FOR QUOTA TO BUSINESSMEN FOR GOODS OTHER THAN THOSE OF COMPANIES ACTUALLY PARTICIPATING IN THE FAIR. ANYTHING LEFT OVER WILL BE PURELY ACCIDENTAL.

4. WITH REGARD TO OENEIDA SILVERWARE, THEY ARE OF COURSE WELCOME TO PARTICIPATE BUT SHOULD BE WARNED THAT IT IS UNLIKELY THAT PARTICIPATION IN A SINGLE BOOTH WILL BE SUFFICIENT FOR THEM TO GET ENTIRE SL 30,000 QUOTA FOR SILVERWARE.

5. AT THIS READING, IT LOOKS LIKE EACH BOOTH WILL BE WORTH NO MORE THAN SL 20,000 QUOTA AT MAXIMUM AND THIS FIGURE MAY BE REDUCED FURTHER BY EXCEPTIONS DESCRIBED ABOVE. THEREFORE, UNDER NO CIRCUMSTANCES SHOULD WE PROMISE IN ADVANCE OF JULY 1 MORE THAN SL 10,000 QUOTA TO ANY SINGLE PARTICIPANT. VANCE

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